



Present



# DOING BUSINESS with the GOVERNMENT

Join the San Diego Business Journal for a half-day symposium on the ins and outs of defense contracting and how to enter the business arena with government.

**WHO: Speakers include:**

- **Capt. Basil Gray, Julie Krnc**, SPAWAR
- **Congressman Randy "Duke" Cunningham**, 51<sup>st</sup> District of California
- **Stephen D. Rockwood**, Executive V.P., SAIC
- **John Stammreich**, VP of Homeland Security, Phantom Works, Boeing
- **Steve Weatherspoon**, Manager of Navy Joint Strike Fighter Business Development, Lockheed Martin

**WHEN:** October 30, 2002 8 a.m. to 4 p.m.

**WHERE:** Sheraton Harbor Island Hotel, 1380 Harbor Island Drive

**HOW:** A \$49 ticket price includes the symposium, continental breakfast and lunch  
\$450 for table of 10 attendees and SPAWAR Workshops.

**Afternoon session:**

1315-1330: Plenary Session

1330-1415: Breakout Session #1A - Julie Krnc, SPAWAR  
Square One - Starting to do Business with DoD

1430-1445: Breakout Session #1B - Julie Krnc, SPAWAR  
Square Two - Marketing 101

1330-1415: Breakout Session #2A - Linda Whittington (SPAWAR) or Vinnie Schaper (SBA) - Small Business Innovation Research Program

1430-1445: Breakout Session #2B - Marti Schwartz, SPAWAR [Jerry Kwasek] Who in the Navy Contracts For What?

1430-1445: Breakout Session #3A - Pamela Cressel-Smith, GSA The World of GSA

1430-1445: Breakout Session #3B - Jim Bailey, Government Contracting consultants - Introduction to Performance Based Contracting

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Fax registration form to 858-277-2149 or mail to the San Diego Business Journal Events Department.  
4909 Murphy Canyon Road, Suite 200, San Diego, CA 92123.

**For more information contact Craig Johansen at 858-277-6359, Ext. 126 or [cjohansen@sdbj.com](mailto:cjohansen@sdbj.com).**